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Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant <div style="text-align: center; font-size: 2em;">DCI</div>		2. Registration No. <div style="text-align: center; font-size: 1.5em;">4777</div>
3. Name of foreign principal <div style="font-size: 1.5em;">South Australia</div>	4. Principal address of foreign principal Regus Tysons Corner, 4th floor 1150 Tysons Blvd. McLean, VA 22102	

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee
<input type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group
<input type="checkbox"/> Association	<input type="checkbox"/> Other (specify) _____

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant. *Government of South Australia*

b) Name and title of official with whom registrant deals. *David Brook - Invest. Director*

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Financed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A

4/23/02

Name and Title

JOAN AMATO, CONTROLLER

Signature

Joan Amato

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DCI	South Australia

Check Appropriate Boxes:

- ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.


Implement a prospect development program to attract food industry investment.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Prospect Identification Services Through Integrated Services.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☐ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
4/23/02	JOAN ANATO, CONTROLLER	

¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



Development Counsellors International 461 Park Avenue South, New York, NY 10016
Phone (212) 725-0707 Fax (212) 725-2254 E-mail econdev@dc-intl.com / Website: www.aboutdci.com

October 23, 2001
(Via e-mail and Federal Express)

Mr. David Brook
Investment Director, USA & Canada
Government of South Australia Commercial Office
Regus Tysons Corner, 4th Floor
1750 Tysons Boulevard
McLean, VA 22102

**RE: Attracting Food Industry Investment to South Australia: A DCI Prospect
Development Program for South Australia**

Dear David:

Let's start with the obvious...we certainly enjoyed our spirited and enlightening meeting during the course of your October 4th visit to our offices in New York City.

In a relatively short period of time, you skillfully communicated the numerous business opportunities South Australia offers to specific North American companies. And from our side of the table, I believe we reciprocated with specific thoughts on "best practices" on marketing these opportunities in the United States and Canada.

Based upon our recent discussions as well as a careful review of your excellent marketing materials, we have revised our earlier service proposal to assist your organization in attracting a higher level of North American investment.

Our proposal focuses on communicating South Australia investment opportunities to the food industry in North America. These recommendations emerge from a 40+ years of uniquely specialized experience in "marketing places" and work with over 300 economic development organizations around the world.

2002 JAN 27 PM 4:05

I. OVERVIEW

As your materials aptly demonstrate with hard data, South Australia is decidedly the right place at the right time for a range of companies seeking to penetrate the Asia Pacific region. The combination of extraordinary raw materials, competitive, bottom-line operating costs and a strategic market location makes South Australia an excellent option for certain types of North American investment. Beyond this data is a generally favorable impression that US executives presently have of Australia as a safe and productive business environment.

The challenge will be to identify and reach the relatively small population of site selection decision-makers considering investment in the Asia Pacific region.

The findings of a DCI survey of 427 corporate executives with site location responsibilities is instructive. When asked to rank effectiveness of eight marketing techniques commonly used as a means of reaching company leaders considering a new site locations, "Planned visits to corporate executives" received the highest ranking among all categories. An executive summary of "Winning Strategies in Economic Development Marketing" is provided in Appendix A.

Simply put, this program seeks to arrange a series of "planned visits to corporate executives" in the food industry. The basic steps are indicated below:

- **Continually developing a list of "suspects"...**DCI and it's database partner Whittaker Associates would on a monthly basis, identify 40-50 target industry companies that are exhibiting internal or external changes that may precipitate a decision to relocate, expand or consolidate.
- **Narrowing the "suspect" list to an assembly of qualified prospects...** based upon both additional research and telephone contact with these initial "suspects", the list would be narrowed dramatically to detect 4-6 corporations each month with future business interests in the Asia Pacific;
- **Bring the Government of South Australia "face-to-face" with these qualified prospects...** Finally, we would seek to arrange a series of meetings with senior executives at these corporations as well as the increasingly important "location advisors" who assist such companies.

II. THE PROGRAM

The investment attraction program that we project can be divided into three major elements: prospect development, editorial placement/public relations, and general advice/counsel. The specific activities for each of these areas are discussed below:

A. Prospect Development: Bringing South Australia "Face-to-Face" With Prospective Investors

1. Defining a "Target Company" Profile

The simplest way to broadly identify the "best bet", prospective investors for the state's future is to carefully analyze the types of target companies and industries that have invested in the state (as well as Australia overall) in the past.

Within the program's first month, the objective would be to analyze the patterns of industrial location and expansion activity of North American companies in South Australia in order to develop a target company profile. The target company analysis will be used to direct the research function.

OBJECTIVE: Within the program's first month, define a "target company" profile, which will drive the prospecting effort.

2. Identifying a "Smart List" of the Right Target Companies on a Continuing Basis

Companies relocate or expand as a result of changes within the company and/or in its external business environment. Surveys of the precipitating causes of firms' decisions to relocate, expand or consolidate provide some insight into this decision-making process:

Internal Events Preceding a Site Location Change

1. *processes* (i.e., re-engineering);
2. *products* (i.e., new products);
3. *strategies* (i.e., competing in time);
4. *demand for the companies' products or services* (i.e., sales);
5. *ownership* (i.e., sale, merger or acquisition); and
6. *leadership* (i.e., chief executive officer).

External Events Preceding a Site Location Change

1. *industry trends* (i.e., outsourcing);
2. *consumer trends* (i.e., recycling);
3. *technology* (i.e., information management);
4. *government regulations* (i.e., environmental); and
5. *relationships with customers /suppliers* (i.e., "just-in-time" delivery).

The key to understanding and predicting corporate relocation, expansion, or consolidation is the monitoring of corporate events. This is precisely the task which DCI's partner, Whittaker and Associates, has played for a wide range of economic development organizations since 1981.

An estimated 40-50 food industry firms in both the US and Canada will be identified each month for one year period that have a relatively strong probability to relocate, consolidate, or expand in South Australia. CD-ROM and on-line computer databases will be used to select the companies that fit the target company profile and that are experiencing changes that have been found to have a high correlation with a company's decision to relocate or expand operations. A database containing key contact information and business intelligence on each target company will be compiled for use in contacting these firms.

OBJECTIVE: Identify an estimated 40-50 "target companies" on a monthly basis for prospect qualification.

3. Narrowing the "Smart List" to North American Companies with a Genuine Interest in Asian Pacific Expansion

Using a variety of investigation techniques (telephone inquiry, on-line research, mail communication w/fax-back responses), **DCI will significantly narrow the list of initial suspects to identify North American, food industry corporations with immediate and future expansion interests in the Asian Pacific.** As no two companies are alike, such research is an ongoing and highly detailed process that will demand substantial DCI resources.

In the course of our research we will not only identify the "right" companies but also the "right" contacts within these companies – individuals with direct site location responsibilities. This assignment of this responsibility differs within each corporation but could be the role of the CEO/President, Director of Manufacturing, Corporate Real Estate Vice President, CFO or Director of Asian Operations.

"Prospect qualification rates" vary widely among such prospecting activities but we would project a conservative estimate of 8% producing a projected 3-5 qualified leads per month.

A "qualified lead" is defined as a company indicating a genuine interest in expansion in the next 24 months.

OBJECTIVE: On an ongoing basis, utilize a range of research tools to identify prospective investors per month with a genuine interest in potential expansion in South Australia.

4. Bringing South Australia "Face-to-Face" with Prospective Investors

With the "right" companies identified and qualified, it is will now be DCI's primary responsibility to "bring the horse to water." This will be achieved by arranging one-on-one meetings (and in some cases telephone conferences based upon travel schedules) for each of the regional directors.

While it is difficult to predict a specific number of meetings delivered, we would target the scheduling of 2-3 meetings each month. A detailed briefing document would be provided in advance of each meeting.

OBJECTIVE: Arrange and schedule 2-3 prospect meetings per month with qualified companies and/or their advisors.

B. Arranging a Series of Face-To-Face Meetings with Location Advisors

Site location advisors have become an increasingly important target audience for economic development organizations in recent years, as more and more companies have come to rely on their advice and counsel when making relocation and expansion decisions. We believe it is vital for the Government of South Australia to create favorable relationships with this important group of advisors.

DCI maintains strong ties with numerous consultants for a variety of major consulting firms, including PricewaterhouseCoopers, Arthur Anderson, Deloitte-Touche, Location Advisory Services, and Wadley-Donovan, among others. We will attempt to bring you together with the specific consultants who specialize in the food industry as well as overseas investment.

In undertaking this activity, DCI will advise South Australia on the type of information that these location advisors are most interested in and on what briefing materials will be required.

OBJECTIVE: Arrange a series of meetings with 4-6 prominent site locations advisors with Chicago, New York Metro and Los Angeles area consulting firms.

C. Ad Hoc Consulting

This type of counseling could fall under a range of categories:

- Giving advice where needed. This could include anything from providing counsel on the best ways of creating follow-up letters, to the presentation of materials, to best presenting techniques, etc.
- Providing the latest information on successful marketing techniques utilized by other economic development organizations and suggests applications to your operation.
- Collaborating with your newly appointed marketing agency to ensure an overall marketing approach that is integrated.

Simply put, we do everything we can to help our clients achieve their objectives as quickly and as economically as possible.

III. TIMELINE AND BUDGET

We have designed this program as a 7-month effort, which could begin as early as December 1, 2001 and continue through June 30, 2002. Approximately 4 weeks before the conclusion of this program, DCI/Whittaker Associates would provide a detailed report outlining recommendations for the program's continuation.

The attached budget is divided into two elements: professional fees and projected out-of-pocket expenses. The latter item involves consideration but represents our current estimates based on recent experience. The Government of South Australia Commercial Office would pay only for actual expenses, DCI does not charge markup on any expense items.

Professional fees will be billed on a monthly basis per the parameters outlined on the following page. Expenses will be billed as they occur with documentation; client payment is requested within 15 days of billing. Ordinary DCI expenses (telephone, photocopying, overnight packages and other similar costs) and any out-of-pocket travel expenses will be billed separately with appropriate documentation.

This agreement may be canceled by party, DCI or the Government of South Australia, for any reason upon 30 days written notice to the other. The program shall continue on a month-to-month basis after June 30, 2002, unless both parties mutually agree upon new terms of operation.

A proposed program budget is provided on the following page:

#182

**Government of South Australia
Investment Attraction/Communications Program**

PROGRAM BUDGET

(December 1, 2001-June 30, 2002)

I. Professional Fees

-- Time Costs for Program Design and Execution (\$8,250/month x 7 months) \$ 57,750

II. On-going Program Expenses

-- Prospect Identification Services (\$40/identified company x projected 270 companies) \$ 10,800

-- Ongoing Communication Expenses telephone, faxes, copying services, overnight delivery/messenger, local transportation, etc. (\$250/month x 7 months) \$ 1,750

-- Direct Mail Program (\$1.75/letter x 800 letters) \$ 1,400

-- DCI/Whittaker Associates Travel in the United States (\$1,000/trip x 2 trips) \$ 2,000

-- DCI Travel to South Australia; projected sharing of travel costs with other clients in the region (\$1,500/trip x 1 trip) \$ 1,500

-- Contingency for special opportunities \$ 1,000

Program Expense Subtotal: \$ 18,450

PROGRAM TOTAL: \$ 76,200

4,800 - 2/11/02 whittaker

IV. DCI CAPABILITIES

We hope at this point you've gathered that we not only want to work with and for you, but we have both the expertise and enthusiasm to make the proposed prospect development/communications program a great success for your organization. We believe the following points to be particularly germane:

- **DCI is the only firm in the world to specialize exclusively in economic development marketing**
- **Since 1960, we have worked with over 250 economic development groups including a broad range of international economic development groups.** A complete list of current clients is provided in Appendix B. A list of all 250+ economic development organizations served over the past 40 years is available on our website at www.aboutdci.com;
- **We specialize in bringing our clients face-to-face with prospective investors.** DCI has successfully conducted direct prospecting work for a broad range of international entities including the Government of Spain, Flanders Foreign Investment Agency, Province of Manitoba, Costa Rican Investment Board; Geneva Department De L'Economie Publique; New Town of Glenrothes, Scotland; Sophia Antipolis Industrial Park, France; Government of Western Australia; and St. Lucia National Development Corporation.
- **The DCI team has an exceptional track record in generating major editorial results.** In our earlier presentation, we provided a sampling of recent DCI placements from such publications as *The New York Times*, *The Wall Street Journal*, *Forbes*, *Financial Times*, and *The Economist*. Additional samples of print placements from trade industry journals, as well as broadcast placements, are available upon request.
- **Finally, DCI has nurtured and maintains superb relationships with the increasingly important audience of location advisors.** These links can be most valuable to the Government of South Australia.

V. WHITTAKER ASSOCIATES CAPABILITIES

At Whittaker Associates, Inc. our primary purpose is to help you effectively and efficiently utilize information technology to enhance your ability to better serve your clients. By managing information through advanced computer technology, we will work with you to develop a customized information system that will meet your current and projected needs.

Our philosophy is that information technology can enable your organization to remain competitive in our global economy. We are committed to helping you learn how to apply this technology so you can continue to be an active participant in today's Information Age.

Whittaker Associates, Inc. will work closely with you to design an information system that best meets your needs and objectives. For some clients we provide one-on-one coaching and consultation. For others, we facilitate group-training programs and prepare customized reports. Our approaches are as unique as each of our clients.

Since 1981, Whittaker Associates, Inc. has specialized in providing information technology based assistance to economic development organizations throughout the country. We offer you the following services:

- * Creation of targeted prospecting systems
- * Creation of specialized company specific databases
- * Computer training and consultation
- * Targeted marketing assistance
- * Industry studies
- * Firm specific reports

A list of Whittaker Associates clients may be found in Appendix C.

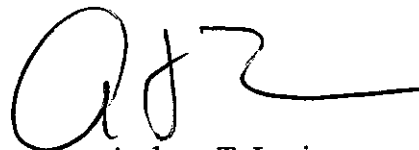
VI. THE NEXT STEP

We appreciate this opportunity to present our credentials and look forward to the possibility of working with you and your team in the year ahead. All of us at DCI would take great pride in helping South Australia achieve new levels of investment in the months ahead.

Sincerely,



Ted M. Levine
Chairman



Andrew T. Levine
President

Accepted: _____



Date: NOVEMBER 8, 2001



Development Counsellors International 461 Park Avenue South, New York, NY 10016
Phone (212) 725-0707 Fax (212) 725-2254 E-mail econdev@dc-intl.com / Website: www.dc-intl.com

Govt. of South Australia
Commercial Office-4th Fl.
1750 Tysons Boulevard
McLean, VA 22102
ATTN : David Brook, Invest. Dir.

Invoice No : 008540
Date : 02/28/02
Job No : 182 2
Terms : Net 10 Days
Page : 1

Job title : Expense

DESCRIPTION

AMOUNT

Communication: Telephone, Fax
Photostats, Postage

98.33

Contracted Services

4,800.00

--- TOTAL ---

\$ 4,898.33
=====

Interest charge of 1 1/2% will be added to all past due invoices.

White—Client Copy/Yellow—Remittance Copy/Pink—File Copy/Goldenrod—Client File Copy



Invoice Number: 4-076-03366
Invoice Date: Dec 17, 2001
Account Number: 1015-3698-0
Page: 14 of 19

FedEx Express Payment Type Detail (Original)

Picked up: Dec 04, 2001

Payor: Shipper

Reference: 182 R

FedEx Internal Use: 340217630/06024/_

- Fuel Surcharge - FedEx has applied a fuel surcharge of 2.00% to this shipment.
- Distance Based Pricing, Zone 4
- FedEx has audited this airbill for correct pieces, weight, and service. Any changes made are reflected in the invoice amount.

Tracking ID 830057834379
Service Type FedEx 2Day
Package Type FedEx Pak
Zone 4
Pieces 1
Weight 2.0 lbs, 0.9 kgs
Delivered Dec 06, 2001 12:48
Service
Area Code AA
Signed by M.BISHON
Bundle ID 000

Sender
CARL SCHNEDEKER
DEVELOPMENT COUNSELORS INTL
461 PARK AVE S FL 9
NEW YORK NY 10016-6847 US

Recipient
DEAN WHITTAKER
WHITTAKER ASSOCIATES
44 EAST 8TH STREET STE 420
HOLLAND MI 49423 US

Transportation Charge	9.00
Discount	-1.35
Fuel Surcharge	0.15
Courier Pickup Charge	0.00
Total Transportation Charges	USD \$ 7.80

000005244

Subaccount: 012 082 1749 003

DEVELOPMENT COUNSELORS
INTERNATIONAL LTD
461 PARK AVE S
NEW YORK NY 10016-6822

REF # 212 724 0707



Call Detail

PRIMARY ACCOUNT CODE: SOUTH AUSTRALIA
SECONDARY ACCOUNT CODE: C. SCHNED

TOTAL FOR SECONDARY ACCOUNT CODE C. SCHNED		\$1.53
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TOTAL FOR PRIMARY ACCOUNT CODE SOUTH AUSTRALIA		\$1.53
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100-443885-100

Account Number	Bill Date	Payment Due Date
030 311 8348 001	FEB 12, 2002	MAR 12, 2002



DEVELOPMENT COUNSELORS
INTERNATIONAL LTD
461 PARK AVE S
NEW YORK NY 10016-6822

Subaccount: 012 082 1749 003

REF # 212 724 0707

AT&T All in One Service

Call Detail

PRIMARY ACCOUNT CODE: SOUTH AUSTRALIA
SECONDARY ACCOUNT CODE: C. SCHNED

22	1/25/02	1:45:58P	TO HOLLAND	MI 616 396-4500	1:00	DDC	MFLAT	0.08
23	1/31/02	3:09:19P	TO HOLLAND	MI 616 396-4500	2:55	DDC	MFLAT	0.22
24	2/04/02	12:31:08P	TO HOLLAND	MI 616 396-4500	7:09	DDC	MFLAT	0.54
25	2/05/02	1:41:01P	TO FLS CHURCH	VA 703 725-2717	1:00	DDC	MFLAT	0.08
26	2/05/02	6:05:46P	TO FLS CHURCH	VA 703 725-2717	1:00	DDC	MFLAT	0.08
27	2/07/02	5:03:25P	TO HOLLAND	MI 616 396-4500	3:51	DDC	MFLAT	0.29
28	2/07/02	5:13:28P	TO FLS CHURCH	VA 703 725-2717	1:16	DDC	MFLAT	0.10

TOTAL FOR SECONDARY ACCOUNT CODE C. SCHNED \$1.39

1	1/29/02	11:38:11A	TO HOLLAND	MI 616 396-4500	1:00	DDC	MFLAT	0.08
2	1/29/02	12:27:35P	TO HOLLAND	MI 616 396-4500	5:19	DDC	MFLAT	0.40
3	2/04/02	2:09:46P	TO HOLLAND	MI 616 396-4500	23:14	DDC	MFLAT	1.74
4	2/12/02	4:00:02P	TO FLS CHURCH	VA 703 744-1224	1:54	DDC	MFLAT	0.14

TOTAL FOR SECONDARY ACCOUNT CODE LEVINE, A \$2.36

TOTAL FOR PRIMARY ACCOUNT CODE SOUTH AUSTRALIA \$3.75

Development Counsellors International, Ltd. (Monthly Worksheet)
 461 Park Avenue South, 9th Floor, New York, NY 10016
 (T) 212/725-0707 (F) 212-725-2254

182

CLIENT EXPENSE SUMMARY

Date: Feb 2002
 Client: South Australia Reimbursable: Yes No
 Details:

STATIONERY: (Mail & Fax)	Letterhead	#	X	20	=	\$	
PHOTOSTATS:	Letterhead	#	X	20	=	\$	
	8 1/2 X 11	#	X	15	=	\$	6.45
	Legal	#	X	35	=	\$	21.35
	11 X 17	#	X	45	=	\$	
							<u>FAXES</u>
							<u>BLANK</u>
ENVELOPES:	Letter/Ivory	#	X	25	=	\$	
	Letter/White	#	X	25	=	\$	0.75
	Manila 6X9	#	X	30	=	\$	0.60
	Manila 9X12	#	X	37	=	\$	
	Manila 10X13	#	X	45	=	\$	
	Padded	#	X	50	=	\$	
							<u>FAXES</u>
							<u>LETTERHEAD</u>
LABELS:		#	X	30	=	\$	0.30
BINDERS:		#	X		=	\$	
CARDBOARD:		#	X		=	\$	
FAXES: (Blank, LH, Winfax)		#	X	1.00	=	\$	
POSTAGE:					=	\$	40.80
WIRELESS PHONE USAGE:					=	\$	15.00
TOTAL COSTS:					=	\$	85.25
							<u>WINFAX</u>



Invoice

DATE	INVOICE #
2/11/2002	20061326

44 East 8th Street, Suite 420

Holland, Michigan 49423

BILL TO
Joan Amato Development Counsellors International 461 Park Avenue South New York, NY 10016

DESCRIPTION	AMOUNT
Targeted Database Development for South Australia	4,800.00
Thank you for the opportunity to be of service.	
Total	\$4,800.00

FEB 14 2002

▲ 616-396-4500

FAX 616-396-4555

www.wainc.com



Development Counsellors International 461 Park Avenue South, New York, NY 10016
Phone (212) 725-0707 Fax (212) 725-2254 E-mail econdev@dc-intl.com / Website: www.dc-intl.com

Govt. of South Australia
Commercial Office-4th Fl.
1750 Tysons Boulevard
McLean, VA 22102
ATTN : David Brook, Invest. Dir.

Invoice No : 008673
Date : 03/31/02
Job No : 182 2
Terms : Net 10 Days
Page : 1

Job title : Expense

DESCRIPTION

AMOUNT

Communication: Telephone, Fax
Photostats, Postage

87.12

--- TOTAL ---

\$ 87.12
=====

Interest charge of 1 1/2% will be added to all past due invoices.

White—Client Copy/Yellow—Remittance Copy/Pink—File Copy/Goldenrod—Client File Copy

Development Counsellors International, Ltd. (Monthly Worksheet)
 461 Park Avenue South, 9th Floor, New York, NY 10016
 (T) 212/725-0707 (F) 212-725-2254

CLIENT EXPENSE SUMMARY

182

Date: March 2002
 Client: SOUTH AFRICA Reimbursable: Yes No
 Details:

STATIONERY: (Mail & Fax)	Letterhead	#	X	20	=	\$	
PHOTOSTATS:	Letterhead	#	X	20	=	\$	
	8 1/2 X 11	#	X	15	=	\$	17.25
	Legal	#	X	35	=	\$	3.50
	11 X 17	#	X	45	=	\$	
ENVELOPES:	Letter/Ivory	#	X	25	=	\$	
	Letter/White	#	X	25	=	\$	32
	Manila 6X9	#	X	30	=	\$	
	Manila 9X12	#	X	37	=	\$	
	Manila 10X13	#	X	45	=	\$	
	Padded	#	X	50	=	\$	
LABELS:		#	X	30	=	\$	
BINDERS:		#	X		=	\$	
CARDBOARD:		#	X		=	\$	
FAXES:		#	X	1.00	=	\$	32.00
(Blank, LH, Winfax)					=	\$	
POSTAGE:					=	\$	0
WIRELESS PHONE USAGE:					=	\$	15.00
TOTAL COSTS:					=	\$	07.75

PRIMARY ACCOUNT CODE: SOUTH AUSTRALIA
SECONDARY ACCOUNT CODE: C. SCHNED

182R

8	2/20/02	3:29:06P	TO EROCHESTER	NY 716 383-1606	1:00	DDC	MFLAT	0.08
9	2/25/02	11:03:39A	TO SPRINGDALE	AR 479 290-6642	1:00	DDC	MFLAT	0.08
10	2/25/02	1:43:33P	TO LA PUENTE	CA 626 934-1496	1:00	DDC	MFLAT	0.08
11	2/25/02	2:01:48P	TO LINDAVISTA	CA 858 715-4308	1:00	DDC	MFLAT	0.08
12	3/05/02	2:01:13P	TO KINGSBURG	CA 559 897-2362	1:00	DDC	MFLAT	0.08
13	3/05/02	2:16:03P	TO LOSANGELES	CA 213 746-4008	1:00	DDC	MFLAT	0.08
14	3/05/02	2:46:57P	TO AGOURA	CA 818 879-6715	1:00	DDC	MFLAT	0.08
15	3/06/02	10:27:42A	TO TIFFANYSPG	MO 816 801-6403	1:06	DDC	MFLAT	0.08
16	3/06/02	10:38:15A	TO PARKVILLE	MO 816 584-5356	1:00	DDC	MFLAT	0.08
17	3/07/02	3:24:14P	TO WALNUT CRK	CA 925 472-4460	1:00	DDC	MFLAT	0.08
18	3/07/02	5:28:36P	TO BOISE	ID 208 388-4293	1:00	DDC	MFLAT	0.08
19	3/07/02	5:48:07P	TO BOISE	ID 208 384-8015	1:00	DDC	MFLAT	0.08

TOTAL FOR SECONDARY ACCOUNT CODE C. SCHNED

\$0.96

TOTAL FOR PRIMARY ACCOUNT CODE SOUTH AUSTRALIA

PRIMARY ACCOUNT CODE SOUTH AUSTRALIA

Account Number	Bill Date	Payment Due Date
030 311 8348 001	MAR 12, 2002	APR 12, 2002
Subaccount: 012 082 1749 003		



DEVELOPMENT COUNSELORS
461 PARK AVE S
NEW YORK NY 10016-6822

REF # 212 724 0707

AT&T All in One Service

Call Detail

ITEM	DATE	TIME (hh:mm:ss)	PLACE	AREA CODE NUMBER	DURATION (hh:mm:ss)	CALL TYPE	RATE PERIOD	AMOUNT
LONG DISTANCE SERVICE								
PRIMARY ACCOUNT CODE: SOUTH AUSTRALIA								
SECONDARY ACCOUNT CODE: C. SCHNED								
1	2/13/02	12:16:57P	TO OVERLANDPK	KS 913 491-7510	2:42	DDC	MFLAT	0.20
2	2/15/02	2:20:40P	TO FLS CHURCH	VA 703 725-2717	5:57	DDC	MFLAT	0.45
3	2/20/02	3:12:28P	TO EROCHESTER	NY 716 383-1850	2:12	DDC	MFLAT	0.17
4	2/21/02	11:42:00A	TO FLS CHURCH	VA 703 744-1224	1:00	DDC	MFLAT	0.08
5	2/21/02	2:39:20P	TO HOLLAND	MI 616 396-4500	2:22	DDC	MFLAT	0.18
6	2/22/02	2:13:09P	TO LOSANGELES	CA 213 746-1307	1:00	DDC	MFLAT	0.08
7	2/22/02	2:14:06P	TO LOSANGELES	CA 323 265-4300	1:07	DDC	MFLAT	0.08
8	2/22/02	2:15:40P	TO NORWALK	CA 562 483-7474	1:16	DDC	MFLAT	0.10
9	2/22/02	2:17:20P	TO GLENDALE	CA 818 549-6000	2:57	DDC	MFLAT	0.22
10	2/22/02	2:20:55P	TO AGOURA	CA 818 874-4000	1:54	DDC	MFLAT	0.14
11	2/22/02	2:24:24P	TO IRVINE	CA 949 437-1000	1:15	DDC	MFLAT	0.09
12	2/22/02	2:26:45P	TO FULLERTON	CA 714 526-5533	1:00	DDC	MFLAT	0.08
13	2/22/02	2:28:14P	TO OXNARD	CA 805 385-0056	1:00	DDC	MFLAT	0.08
14	2/25/02	10:46:28A	TO SPRINGDALE	AR 479 290-2331	3:12	DDC	MFLAT	0.24
15	2/25/02	11:13:29A	TO JACKSON	MI 517 789-4435	8:48	DDC	MFLAT	0.66
16	2/25/02	11:26:28A	TO BATTLE CRK	MI 616 961-2000	1:55	DDC	MFLAT	0.14
17	2/25/02	11:32:18A	TO DEFIANCE	OH 419 782-5010	6:13	DDC	MFLAT	0.47
18	2/25/02	11:42:19A	TO SOLON	OH 440 248-3600	1:00	DDC	MFLAT	0.08
19	2/25/02	11:54:06A	TO ORRVILLE	OH 330 682-3000	2:20	DDC	MFLAT	0.18
20	2/25/02	12:29:36P	TO WILMETTE	IL 847 256-8289	1:43	DDC	MFLAT	0.13
21	2/25/02	12:32:22P	TO HINSDALE	IL 630 472-0420	1:00	DDC	MFLAT	0.08
22	2/25/02	1:13:32P	TO LOSANGELES	CA 213 746-1307	1:00	DDC	MFLAT	0.08
23	2/25/02	1:14:53P	TO LOSANGELES	CA 323 265-4300	2:27	DDC	MFLAT	0.18
24	2/25/02	1:18:33P	TO LA PUENTE	CA 626 336-4527	4:01	DDC	MFLAT	0.30
25	2/25/02	1:28:28P	TO NORWALK	CA 562 483-7474	1:12	DDC	MFLAT	0.09
26	2/25/02	1:35:37P	TO IRVINE	CA 949 437-1000	1:11	DDC	MFLAT	0.09
27	2/25/02	1:38:13P	TO LINDAVISTA	CA 858 715-4000	2:56	DDC	MFLAT	0.22
28	2/25/02	1:51:15P	TO GLENDALE	CA 818 549-6634	1:00	DDC	MFLAT	0.08
29	2/25/02	1:52:16P	TO GLENDALE	CA 818 549-6000	1:00	DDC	MFLAT	0.08
30	2/25/02	1:53:06P	TO AGOURA	CA 818 874-4000	3:39	DDC	MFLAT	0.27
31	2/28/02	1:32:03P	TO SPRINGDALE	AR 479 290-6642	1:00	DDC	MFLAT	0.08
32	2/28/02	4:03:45P	TO LINDAVISTA	CA 858 715-4074	2:56	DDC	MFLAT	0.22
33	3/05/02	11:21:47A	TO BATTLE CRK	MI 616 961-2000	2:34	DDC	MFLAT	0.19
34	3/05/02	11:26:39A	TO CHICAGO	IL 773 489-7000	1:28	DDC	MFLAT	0.11
35	3/05/02	11:28:45A	TO CHICAGO	IL 312 726-2600	3:41	DDC	MFLAT	0.28
36	3/05/02	11:34:05A	TO CHICAGO	IL 312 558-8376	1:46	DDC	MFLAT	0.13
37	3/05/02	11:55:07A	TO DOWNERSGRV	IL 630 512-1000	1:00	DDC	MFLAT	0.08
38	3/05/02	11:56:31A	TO DEERFIELD	IL 847 267-1100	2:23	DDC	MFLAT	0.18
39	3/05/02	11:59:43A	TO DOWNERSGRV	IL 630 795-2900	1:00	DDC	MFLAT	0.08
40	3/05/02	12:20:46P	TO WHEELING	IL 847 459-9000	3:54	DDC	MFLAT	0.29
41	3/05/02	12:25:40P	TO GLENVIEW	IL 847 646-2000	1:32	DDC	MFLAT	0.12
42	3/05/02	12:28:06P	TO HINSDALE	IL 630 472-0420	1:00	DDC	MFLAT	0.08
43	3/05/02	12:29:07P	TO WILMETTE	IL 847 256-8289	1:00	DDC	MFLAT	0.08
44	3/05/02	1:18:43P	TO KANSASCITY	MO 816 502-6000	3:23	DDC	MFLAT	0.25
45	3/05/02	1:23:13P	TO TIFFANYSPG	MO 816 801-6455	1:14	DDC	MFLAT	0.09
46	3/05/02	1:46:00P	TO FULLERTON	CA 714 526-5533	1:26	DDC	MFLAT	0.11
47	3/05/02	1:48:21P	TO GLENDALE	CA 818 549-6634	1:00	DDC	MFLAT	0.08
48	3/05/02	1:50:34P	TO SELMA	CA 559 896-8000	3:30	DDC	MFLAT	0.26
49	3/05/02	2:02:00P	TO LAFAYETTE	CA 925 284-5933	1:28	DDC	MFLAT	0.11
50	3/05/02	2:06:28P	TO LOSANGELES	CA 213 746-1307	2:46	DDC	MFLAT	0.21
51	3/05/02	2:22:13P	TO GLENDALE	CA 818 549-6634	1:00	DDC	MFLAT	0.08
52	3/05/02	2:24:28P	TO AGOURA	CA 818 874-4000	1:27	DDC	MFLAT	0.11

Account Number	Bill Date	Payment Due Date
030 311 8348 001	MAR 12, 2002	APR 12, 2002

Subaccount: 012 082 1749 003



Page 90
DEVELOPMENT COUNSELORS
461 PARK AVE S
NEW YORK NY 10016-6822

REF # 212 724 0707

AT&T All in One Service

Call Detail

ITEM	DATE	TIME (hh:mm:ss)	PLACE	AREA CODE/NUMBER	DURATION (hh:mm:ss)	CALL TYPE	RATE PERIOD	AMOUNT
LONG DISTANCE SERVICE								
PRIMARY ACCOUNT CODE: SOUTH AUSTRALIA								
SECONDARY ACCOUNT CODE: C. SCHNED								
1	3/05/02	2:32:33P	TO OXNARD	CA 805 385-0056	1:00	DDC	MFLAT	0.08
2	3/05/02	2:33:53P	TO SALINAS	CA 831 753-5100	1:00	DDC	MFLAT	0.08
3	3/05/02	3:05:52P	TO EROCHESTER	NY 716 383-2440	3:46	DDC	MFLAT	0.28
4	3/06/02	10:14:08A	TO TIFFANYSPG	MO 816 801-6455	4:20	DDC	MFLAT	0.33
5	3/06/02	10:28:43A	TO KANSASCITY	MO 816 502-6000	3:06	DDC	MFLAT	0.23
6	3/06/02	10:58:44A	TO OVERLANDPK	KS 913 491-7510	6:31	DDC	MFLAT	0.49
7	3/06/02	11:19:03A	TO SPRINGDALE	AR 479 290-2881	1:32	DDC	MFLAT	0.12
8	3/07/02	2:50:47P	TO LAFAYETTE	CA 925 284-5933	1:00	DDC	MFLAT	0.08
9	3/07/02	2:56:19P	TO OAKLAND	CA 510 357-9836	1:56	DDC	MFLAT	0.15
10	3/07/02	3:01:02P	TO WALNUT CRK	CA 925 472-4000	3:19	DDC	MFLAT	0.25
11	3/07/02	3:06:24P	TO WALNUT CRK	CA 925 472-4000	1:55	DDC	MFLAT	0.14
12	3/07/02	3:47:52P	TO OAKLAND	CA 510 652-8187	1:00	DDC	MFLAT	0.08
13	3/07/02	3:49:08P	TO MARYSVILLE	CA 530 674-5010	1:00	DDC	MFLAT	0.08
14	3/07/02	3:50:31P	TO MCMINNVL	OR 503 472-2157	1:54	DDC	MFLAT	0.14
15	3/07/02	3:54:51P	TO STAYTON	OR 503 769-2101	1:00	DDC	MFLAT	0.08
16	3/07/02	4:35:35P	TO SEATTLE	WA 206 547-2100	1:00	DDC	MFLAT	0.08
17	3/07/02	4:36:20P	TO SEATTLE	WA 206 323-3200	2:31	DDC	MFLAT	0.19
18	3/07/02	4:40:02P	TO SEATTLE	WA 206 281-7022	1:01	DDC	MFLAT	0.08
19	3/07/02	4:42:48P	TO SEATTLE	WA 206 781-2000	1:00	DDC	MFLAT	0.08
20	3/07/02	4:43:44P	TO SEATTLE	WA 206 283-6605	2:02	DDC	MFLAT	0.15
21	3/07/02	4:46:05P	TO SEATTLE	WA 206 282-0988	2:37	DDC	MFLAT	0.20
22	3/07/02	4:49:36P	TO SEATTLE	WA 206 284-1162	1:00	DDC	MFLAT	0.08
23	3/07/02	4:50:33P	TO SEATTLE	WA 206 728-6000	1:19	DDC	MFLAT	0.10
24	3/07/02	4:52:35P	TO RENTON	WA 425 204-9100	2:37	DDC	MFLAT	0.20
25	3/07/02	4:56:34P	TO SEATTLE	WA 206 281-8311	1:00	DDC	MFLAT	0.08
26	3/07/02	4:58:01P	TO BELLINGHAM	WA 360 733-0120	1:12	DDC	MFLAT	0.09
27	3/07/02	5:00:13P	TO BELLINGHAM	WA 360 734-7990	1:00	DDC	MFLAT	0.08
28	3/07/02	5:09:45P	TO BOTHELL	WA 425 486-9872	1:00	DDC	MFLAT	0.08
29	3/07/02	5:11:01P	TO MARYSVILLE	WA 360 629-2111	1:00	DDC	MFLAT	0.08
30	3/07/02	5:12:18P	TO SHELTON	WA 360 426-6178	1:00	DDC	MFLAT	0.08
31	3/07/02	5:13:28P	TO KENNEWICK	WA 509 735-4651	3:26	DDC	MFLAT	0.26
32	3/07/02	5:32:14P	TO BURLEY	ID 208 678-3571	3:39	DDC	MFLAT	0.27
33	3/07/02	5:37:05P	TO BOISE	ID 208 336-2110	2:59	DDC	MFLAT	0.22
34	3/07/02	5:41:12P	TO BOISE	ID 208 384-8000	1:36	DDC	MFLAT	0.12
35	3/08/02	11:08:26A	TO FRANKLIN	MA 508 528-9000	4:18	DDC	MFLAT	0.32
36	3/08/02	11:30:42A	TO DALLAS	TX 214 303-3400	1:00	DDC	MFLAT	0.08
37	3/08/02	11:33:35A	TO SPRINGDALE	AR 479 290-2881	1:00	DDC	MFLAT	0.08
38	3/08/02	11:35:05A	TO QUINCY	MA 617 328-4400	1:00	DDC	MFLAT	0.08
39	3/08/02	11:36:04A	TO MIDDLEBORO	MA 508 946-1000	5:24	DDC	MFLAT	0.41
40	3/08/02	11:43:08A	TO STAMFORD	CT 203 324-5620	2:39	DDC	MFLAT	0.20
41	3/08/02	11:47:05A	TO ELIZABETH	NJ 908 351-8000	10:39	DDC	MFLAT	0.80

TOTAL FOR SECONDARY ACCOUNT CODE C. SCHNED \$15.64

SECONDARY ACCOUNT CODE: LEVINE, A

42 2/28/02 3:10:40P TO HOLLAND MI 616 396-4500 36:57 DDC MFLAT 2.77

TOTAL FOR SECONDARY ACCOUNT CODE LEVINE, A \$2.77

TOTAL FOR PRIMARY ACCOUNT CODE SOUTH AUSTRALIA